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Agricultural Economic Report No. 44

THE
pecan
NURSERY INDUSTRY
Structure and Economic Aspects



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ECONOMIC RESEARCH SERVICE
MARKETING ECONOMICS DIVISION

PREFACE

This is one of a group of reports describing the structure and practices of the pecan industry. The first report was:

"The Pecan Shelling and Processing Industry--Practices, Problems, and Prospects," Agricultural Economic Report 15, September 1962.

Mr. Ray Bass, Secretary, Bass Pecan Company, gave valuable assistance in planning the study and designing the questionnaire. The pecan industry, including the National Pecan Shellers and Processors Association, the Southeastern Pecan Growers Association, and unaffiliated individuals have given valuable support to this program of research.

Eighty-seven nurseries answered mail questionnaires giving information concerning their sales of pecan trees. The cooperation of all of these nurseries is appreciated. However, this report presents data from 49 nurseries that propagate the trees they sell. The remaining nurseries purchase their pecan trees from larger wholesale nurseries. Including data from the 38 nurseries that do not propagate their own trees would have resulted in some double-counting of pecan tree sales.

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SUMMARY

Major problems of the pecan industry include lack of information on numbers of pecan trees and the amounts of pecans that will be produced each year. The purpose of this report is to determine trends in plantings of pecan trees in recent years and to estimate the number expected to be planted in the years ahead.

Data in this report were obtained by mailed questionnaires from 87 nurseries. Most of the data are based on records of 49 nurseries that grow pecan trees. The remaining nurseries that sell pecan trees purchase them from other nurseries. Most of the nurseries that grow and sell pecan trees are in Florida, Alabama, Texas, and Oklahoma. The largest nurseries, however, are in Mississippi, Florida, and New Mexico.

Total sales of pecan trees by the 49 nurseries increased from 370,220 in 1958-59 to 748,496 trees in 1961-62. All of this increase was in wholesale sales to other nurseries and other retail outlets. Retail sales direct to growers by nurseries declined from 110,761 in 1958-59 to 109,730 trees in 1961-62. Nurseries in Florida and New Mexico accounted for the bulk of the increases. These nurseries specialize in selling through mass market outlets, such as mail order nurseries, chainstores, and variety stores.

Nurseries in nine States reported increases in out-of-State shipments of pecan trees, but data were not available on destinations of the shipments. Mississippi nurseries led in out-of-State shipments of trees sold retail. Nurseries in Florida and Texas made most of the out-of-State wholesale shipments.

The Stuart pecan tree is the most popular variety sold. It declined, however, from 54 percent of all trees sold in 1958-59 to 44 percent in 1961-62. During the same period, sales of Western Schley and other Western varieties increased from 14 to 24 percent of the total. Stuarts were expected to account for 35 percent of total sales in 1962-63, while Western Schleys were expected to increase to 33 percent of all pecan trees sold.

Of 49 nurseries that grow and sell pecan trees, 15 had total gross incomes of over \$15,000 per year. Thirteen of these were full-time nurseries; 2 were part-time. Eleven of these large nurseries were in the Southeast, and 4 were in the Southwest. The 11 Southeastern nurseries were full-time and 9 reported gross incomes of over \$50,000 per year. Two Southwestern nurseries also had incomes over \$50,000 per year; one was full-time, the other part-time.

Thirty-five nurseries indicated that they frequently could not fill all their orders for pecan trees. Reasons were (1) they were going out of business, (2) the supply of trees was restricted due to environmental factors, and (3) there were not sufficient trees of specified sizes, qualities, or product form.

The tremendous increase in the number of pecan trees propagated, and the increased number of trees planted in large groves assures greatly expanded production of pecans in the years ahead. It is also indicated that an increasing portion of the total crop will be improved varieties. The data also indicate a shift in production to Texas and New Mexico and an increase in Western varieties. Southeastern pecan nurseries and growers should increase their efforts to find new varieties of pecans for the Southeast that are resistant to diseases and that produce pecans of good shelling qualities.

THE PECAN NURSERY INDUSTRY

Structure and Economic Aspects

by

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INTRODUCTION

The pecan nursery industry is becoming increasingly important to the growers and marketers of pecans. Improved varieties of pecans have increased from approximately 20 percent of the total crop in the 1920's to 53 percent in 1962.¹ The importance of improved pecans is expected to increase in the years ahead.

To supply the increased demand for named varieties of pecan trees, there are approximately 50 to 60 nurseries that propagate them. These nurseries are located throughout the Southern tier of States from North Carolina to New Mexico. Nurseries tend to be in areas where pecan production is heaviest, but some of the largest nurseries are in Florida where the mild climate is conducive to the propagation of trees.

Major problems of the pecan industry include the lack of information on numbers of pecan trees and production of pecans each year. This report presents data concerning the sales of pecan trees from 1958 to 1962 and expected sales to crop year 1965-66. These data indicate expanded production of improved pecans in the years ahead, some shift in production to the Western States, and a decline in the predominance of the Stuart variety.

METHOD AND SCOPE

Lists of nurseries were obtained from the State Departments of Agriculture in 14 States. Most of the lists were annotated as to what products the nurseries grew and sold. Individuals in each State also were familiar with the nurseries in their State and indicated the nurseries that sold pecan trees.

Questionnaires were mailed to 109 firms that were named as pecan nurseries. Industry sources had furnished a list of 12 nurseries that sold a majority of the pecan trees, and all of these nurseries returned completed questionnaires. Forty-nine of the 87 nurseries that returned questionnaires grow pecan trees (table 1). This report is based on data from those nurseries.

SALES

Pecan trees, as most other deciduous trees, should be planted during their dormant period. Most nurseries dig the trees after they are dormant late in the fall and continue selling them until the sap begins to rise in March or April. For this reason, all sales data are presented by crop years, spanning parts of two calendar years.

¹ Improved varieties of pecans are named varieties that have been budded and grafted.

Table 1.--Questionnaires mailed, replies, and nurseries that grow and sell pecan trees, by States, 1962

State	Questionnaires mailed	Replies		Nurseries that grow and sell pecan trees
	<u>Number</u>	<u>Number</u>	<u>Percent</u>	<u>Number</u>
Alabama.....	17	10	17	8
Arkansas.....	3	3	2	1
Florida.....	19	14	20	10
Georgia.....	8	6	8	4
Kentucky.....	1	1	2	1
Louisiana.....	2	1	2	1
Mississippi.....	5	4	8	4
Missouri.....	1	1	0	0
New Mexico.....	4	4	8	4
North Carolina.....	2	2	4	2
Oklahoma.....	31	28	12	6
South Carolina.....	2	1	2	1
Texas.....	14	12	15	7
Total.....	109	87	100	49

Total sales

Sales data for pecan tree nursery stock were collected for 4 years beginning with the 1958-59 season (table 3, appendix). The data indicate a steady increase in pecan tree sales from 1958. Sales increased from 370,220 trees in 1958-59 to 748,496 trees in 1961-62. All of the increase was due to increased wholesale sales of trees, which rose from 259,459 in 1958-59 to 638,766 trees in 1961-62. Retail sales declined from 110,761 to 109,730 trees during the same period. In 1959-60, however, 122,900 pecan trees were sold retail.

Sales increased in most of the States, but the largest increases occurred in the wholesale sales of nurseries in Florida and New Mexico. Wholesale sales in Florida increased from 46,222 trees in 1958-59 to nearly 276,000 in 1961-62. In the same period, wholesale sales in New Mexico increased from 16,000 to nearly 124,000 trees. Mississippi and Texas also produce large quantities of pecan trees, but during this period did not show as rapid growth in sales as nurseries in Florida and New Mexico.

Out-of-State sales

Out-of-State shipments of pecan trees were reported by nurseries in 9 States (table 4, appendix). Data were not available, however, on the destinations of these shipments. Nurseries in Florida, Mississippi, and Texas produce pecan trees for large mail-order nurseries in other sections of the country. Shipments of trees are made directly to the customers, but billing is done by the mail-order company. Since there is little contact between the customer and the nursery, many trees are sent to areas where they are not adaptable. The increased number of trees sold out-of-State will not necessarily result in proportional increases in pecan production in the years ahead.

Out-of-State shipments of pecan trees by nurseries increased during the 4-year period, but not as much as total sales. Total shipments increased from nearly 132,000 in 1958-59 to 172,329 pecan trees in 1961-62. All of this increase was in wholesale shipments. Retail out-of-State sales remained relatively steady at slightly over 42,000 trees, while wholesale out-of-State sales increased from 89,260 to 129,610 pecan trees between 1958-59 and 1961-62.

In all the years for which data are available, Mississippi led in volume of retail out-of-State shipments of pecan trees. Mississippi sold 71 percent of all retail out-of-State shipments of pecan trees in 1958-59 and 57 percent in 1961-62. No State had such a pre-dominant percentage of out-of-State shipments of wholesale sales. Florida and Texas led with 30 to 40 percent of the wholesale shipments, followed by Mississippi. Growth of the pecan nursery business in New Mexico was great during the 4-year period. New Mexico reported no out-of-State shipments--either retail or wholesale--in 1958-59 or 1959-60; however, it shipped 10 percent of the out-of-State wholesale sales in 1960-61 and 14 percent in 1961-62.

Wholesale and retail sales

In 1958-59, Texas produced 37 percent of the pecan trees marketed. Texas accounted for 43 percent of the wholesale sales of pecan trees, and 24 percent of the retail sales. Mississippi nurseries sold 27 percent of the pecan trees--15 percent of those sold wholesale and 54 percent of those sold retail. Florida, the only other State to sell more than 10 percent of the pecan trees, sold 15 percent of the total in 1958-59--11 percent retail, and 18 percent wholesale.

In 1961-62, sales of pecan trees by Texas nurseries had declined to 20 percent of the total number of trees sold by all nurseries in the study. All of this decline was in wholesale sales, which dropped from 43 percent in 1958-59 to 19 percent in 1961-62. Retail sales by Texas nurseries were 26 percent of the total--up from 24 percent in 1958-59.

Florida nurseries sold 40 percent of the pecan trees sold in 1961-62--43 percent of those sold wholesale, and 17 percent of those sold retail. Mississippi's share of the market slipped to 20 percent (from 27 percent in 1958-59). Mississippi nurseries sold only 6 percent of the trees sold wholesale, but remained the leader, with 45 percent of the retail sales. New Mexico nurseries captured 17 percent of the market in 1961-62--20 percent of the wholesale sales, and 2 percent of the retail sales.

Sales by varieties

The Stuart variety was the leading variety in all States, except New Mexico, where the Western Schley, Bradley, and other Western varieties predominate (tables 5 through 8, appendix). In total, Stuart trees were 54 percent of all pecan trees sold. Western Schley and other Western varieties accounted for 14 percent, Mahan 11, Success 9, and Desirable 5 percent. All other patented and improved varieties were only 7 percent of the total pecan tree sales.

Future sales

Nurseries were asked to estimate the number of trees (3 to 4 feet tall) they expected to have available for sale in the next 4 years (tables 9 through 12, appendix). Some nurseries would not make this estimate due to the vagaries of weather, the unreliability of their budding and grafting operations, and other circumstances over which they have little control. The 1962-63 estimate should be reasonably accurate and reliable, however, because the selling season had begun when the second questionnaire was mailed in November. Nurseries had on hand the trees they would have available for sale in 1962-63.

Pecan nurseries planned to sell about the same percentage of the different varieties of trees in 1962-63 as they did in 1961-62. However, the total number of trees was smaller because it was restricted to one size (3 to 4 feet). Experienced nurserymen indicate that it is difficult to predict sizes of young trees from one year to the next because of the many factors influencing the growth of the tree.

In 1962-63, nurserymen expected to sell 409,637 pecan trees (3 to 4 feet). Of the trees available for sale in 1962-63, 33 percent were Western Schley and other Western varieties produced in New Mexico and Texas. The Stuart variety was expected to be 35 percent of

the trees sold. Other improved and patented varieties were expected to be 18 percent. Mahan, Success, and Desirable varieties were projected at 6, 5, and 3 percent, respectively, of total pecan tree sales.

Nurseries in New Mexico planned to sell 32 percent of the trees; Texas, 27 percent, and Florida, 26 percent. Mississippi and Georgia nurseries expected to sell 6 percent each of the total.

Projections of the number of trees (3 to 4 feet) available for shipment during the 1965-66 season are considerably less reliable than data for 1962-63. However, the data indicate that nurserymen are optimistic concerning future sales of pecan trees and the expansion of the pecan industry.

Nurseries expect to have 456,655 pecan trees, (3 to 4 feet) available for shipment during the 1965-66 season. Texas nurseries hope to sell 37 percent, Florida 20 percent, New Mexico 15 percent, Mississippi 11 percent, and Alabama 10 percent of the total number of trees sold.

The Stuart variety is expected to comprise 40 percent and Western Schley and other Western Varieties 24 percent of the total number of trees sold. Georgia nurserymen expect the Desirable and other patented and improved varieties to surpass the Stuart pecan in popularity in that State.

Experienced nurserymen in the Southeast estimate that trees 3 to 4 feet tall are 30 percent of the total number of trees sold.² However, Southwestern nurserymen indicate that sales have expanded so rapidly that most trees are sold with 1-year tops and are less than 3 feet tall.

Assuming that 45 percent of the trees available for sale in 1962-63 were 3 to 4 feet tall, slightly over 900,000 pecan trees of all sizes were available for sale in 1962-63. Similarly, over 1.0 million trees will be available for sale in 1965-66.

The vagaries of weather, pecan prices, and grower's attitudes concerning the future of the pecan business, however, have considerable effect on the actual number of trees sold and planted. For example, the severe mid-December (1962) freezes in the Southeast resulted in heavy losses of young pecan trees in Georgia and Florida. The actual number of pecan trees sold during the 1962-63 season was probably considerably less than the 900,000 projected.

Similarly, low prices for pecans in the years immediately ahead will lessen the incentive for growers to plant pecan trees. Adverse weather or an increase in insects and diseases also could reduce the number of trees available for sale in 1965-66 below the 1.0 million projected.

PRICES

Prices for pecan trees in the Southeast have been steady since 1958 and relatively uniform among nurseries (table 13, appendix). This may reflect the price leadership of the few large nurseries in the Southeast, or it may indicate the absence of economies of scale in the pecan nursery business.

Prices for pecan trees in the Southwest also have been relatively stable, but prices for small trees tended to be lower in 1962 than in 1961 or 1960. As a group, Southwestern nurseries obtained higher prices for their trees than did Southeastern nurseries. The difference ranged from approximately 50 cents for small trees to over \$3.00 for the largest size. Price differences probably are due to higher production costs in the Western region.

² The percentages given are: less than 3 feet, 10 percent; 3-4 feet, 30 percent; 4-5 feet, 25 percent; 5-6 feet, 20 percent; 6-7 feet, 10 percent; and over 7 feet, 5 percent.

Prices in each area were the same for all standard pecan varieties. Patented varieties were priced approximately 20 percent more per tree than comparable sizes of standard varieties. Most of the patented varieties were sold by Southeastern nurseries.

INCOME

Nurseries were asked to indicate their gross incomes from nursery sales. Replies from nurseries that grow and sell pecan trees were tabulated by areas to avoid possible disclosure of the income of individual firms (table 2).

Table 2.--Gross income from sales of pecan trees and other trees and plants, 49 pecan nurseries, by areas, 1962

Income group	Southeast ¹		Southwest ¹		Total	
	Full-time	Part-time	Full-time	Part-time	Full-time	Part-time
	<u>Number</u>	<u>Number</u>	<u>Number</u>	<u>Number</u>	<u>Number</u>	<u>Number</u>
Not ascertained.....	--	--	3	1	3	1
Less than \$5,000.....	4	12	3	3	7	15
\$5,000 to \$14,999.....	4	3	--	1	4	4
\$15,000 to \$49,999....	2	--	1	1	3	1
\$50,000 and over.....	9	--	1	1	10	1
Total firms.....	19	15	8	7	27	22

¹ The Southeastern States include Alabama, Florida, Georgia, Kentucky, Mississippi, North Carolina, and South Carolina. Southwestern States include Arkansas, Louisiana, New Mexico, Oklahoma, and Texas.

Ten full-time nurseries that grow and sell pecan trees had gross incomes of over \$50,000 in 1962. Nine of these were in the Southeast and one in the Southwest. Only 3 other full-time nurseries grossed over \$15,000, 2 in the Southeast, and 1 in the Southwest.

Only 2 part-time nurseries grossed over \$15,000, and both of these were in the Southwest. Fifteen part-time nurseries in the Southeast had gross incomes ranging from less than \$1,000 to \$15,000, but 12 of these had incomes of less than \$5,000. Four (possibly 5) part-time nurseries in the Southwest had incomes of less than \$10,000, and 3 of these had gross incomes of less than \$5,000.

Part-time nurseries estimated that the portion of their total income derived from nursery sales ranged from an average of 6 percent in New Mexico to 62 percent in Texas. Estimates of 19 respondents in the 8 States averaged 37 percent.

Full-time and part-time nurseries estimated that sales of pecan trees contributed from 13 to 100 percent of their nursery incomes. Oklahoma nursery incomes were low at 13 percent; South Carolina nurseries indicated all of their nursery income came from sales of pecan trees. Nurseries in Florida estimated that sales of pecan trees contributed 25 percent of their total nursery income, while Mississippi nurseries attributed 73 percent and New Mexico nurseries 87 percent to sales of pecan trees. The 40 nurseries that responded to the question credited 46 percent of their total nursery income to sales of pecan trees.

AVAILABILITY OF PECAN TREES

Twenty-one nurseries indicated they could always fill all their orders for pecan trees; 35 reported that they frequently could not. Reasons for not being able to fill all orders fell into three broad categories: (1) the nursery was going out of business; (2) the supply of trees was restricted due to insects, diseases, and environmental factors; or (3) there were not sufficient trees of specified sizes, qualities, or container stock.

Six nurseries reported they were going out of business. Three of these were being discontinued because of the age, or illness, of the owner. The remaining three reported that their nursery land had been taken out of production because of the construction of public works.

Eight nurseries reported they were unable to fill all orders for pecan trees due to environmental factors in specific years. All of these were the smaller nurseries and each listed a different factor responsible for their restricted supplies. The reasons listed were: insects, disease, drouth, flood, poor soil, freeze, and limited growing space.

The larger nurseries reported they were not always able to fill orders for specific sizes of trees, particular varieties, or special wrapping such as balled- and-burlap, or container stock. Some nurseries reported that they frequently had difficulty with their budding and grafting operations.

NUMBER OF EMPLOYEES

The 49 nurseries that grow and sell pecan trees reported that they hired an average of 15 full-time employees and 22 part-time laborers. Oklahoma nurseries averaged 34 full-time employees; Florida, 23. Four nurseries in Georgia hired an average of 19 full-time employees; Mississippi nurseries averaged 15; and Texas nurseries, 12.

Oklahoma nurseries hired an average of 117 part-time employees, but these were required for other nursery crops. Texas nurseries averaged 19 part-time employees; Arkansas nurseries, 20; and New Mexico nurseries, 14. None of the other States averaged more than 10 employees, except Mississippi which hired an average of 11 part-time employees.

Most of the nurseries hired part-time labor during December, January, and February to help with the harvesting and packaging of the pecan trees. This labor also was required in some areas in November and March. Nurseries that reported hiring part-time labor in June, July, and August probably used this labor for other nursery products than pecan trees. Some of this labor would be required, however, for irrigating, spraying, and caring for the newly budded or grafted stock.

OBSERVATIONS

This report has indicated (1) a significant increase in sales of pecan trees during the period 1958-59 to 1961-62, (2) expectations of nurseries of even greater sales in the next 4 years, (3) a tremendous increase in wholesale sales, while retail sales by nurseries that propagate pecan trees have remained steady, (4) a decline in the importance of the Stuart variety of pecan with increased sales of Schley pecan trees and smaller increases in sales of other improved and patented varieties, and (5) a rapid increase in sales of pecan trees by Southwestern nurseries, particularly in New Mexico.

The usefulness of the data presented in this report is limited because of the lack of bench-mark statistics to which they can be applied. Numbers of bearing and nonbearing trees are reported in the Census of Agriculture, U.S. Department of Commerce, but the accuracy of these figures may be questioned because, with the exception of New Mexico,

actual tree counts have not been made. Tree counts in most States would be expensive, or impossible, because many of the trees grow wild in the native forests and on the alluvial plains of the principal rivers.

Despite the lack of bench-mark data, however, the tremendous increase in numbers of pecan trees propagated, and the increased number of trees planted in large groves, assures greatly expanded production of pecans in the years ahead. It is also indicated that an increasing portion of the total crop will be improved varieties.

Most of the increases in trees of improved varieties will be supplied by pecan tree nurseries throughout the Southern tier of States. Most of the pecan nurseries are in the Southeast. Interest in improved pecans began in the Southeast, when the principal outlet for pecans was the in-shell market and Eastern consumers demanded a larger, thinner-shelled pecan that was easier to crack. The nurseries were established to supply the improved varieties.

Since the 1920's, the principal market for pecans has shifted from the in-shell to the shelled market. Size of nut and kernel have declined in importance, but yield and flavor of kernels have become increasingly important. While most of the improved varieties surpass the native, or seedling, pecan in kernel yield, few equal it in flavor. One of the few is the Schley pecan.

The Schley pecan is susceptible to scab and other pecan diseases and is difficult to grow in the Southeast. It flourishes, however, in the semiarid conditions of the Southwest. Due to the market demand for Schley pecans, their adaptability to the Southwest, and the success of pecan enterprises in New Mexico, the growth of the Southwestern pecan business as a whole, and the pecan nursery business in particular, has been rapid. The production of pecans in New Mexico is expected to expand further in the years ahead.

The pecan industry needs to find or develop new varieties that give high yields of good quality pecans consistently from one year to the next. These varieties should also be relatively resistant to insects and diseases. Varietal research, however, is expensive and time consuming. Pecan trees seldom bear before they are 10 years old, and trees must be of bearing age before they can be evaluated. Since few, if any, private nurseries can afford to carry on an adequate program of varietal research, the assistance of public research agencies is indicated.

APPENDIX

Table 3.--Pecan nurseries and wholesale and retail sales, by States, 1958-59--1961-62

State	Nurseries that grow and sell pecan trees	Pecan trees sold							
		1958-1959		1959-1960		1960-1961		1961-1962	
		Retail	Wholesale	Retail	Wholesale	Retail	Wholesale	Retail	Wholesale
		<u>Number</u>	<u>Number</u>	<u>Number</u>	<u>Number</u>	<u>Number</u>	<u>Number</u>	<u>Number</u>	<u>Number</u>
Alabama.....	8	3,800	2,800	4,050	3,200	4,225	3,550	5,345	2,900
Florida.....	10	11,500	46,222	14,300	214,028	11,600	269,839	18,920	275,813
Georgia.....	4	2,507	30,388	7,900	30,239	6,262	29,108	--	59,898
Mississippi.....	4	60,000	40,000	54,000	36,000	47,800	41,200	50,000	41,100
New Mexico.....	4	4,000	16,000	12,000	24,000	9,000	47,109	2,000	123,880
Oklahoma.....	6	150	400	200	300	1,400	350	1,600	750
Texas.....	7	26,104	110,899	27,750	127,219	29,742	131,150	28,615	118,497
8 Other ¹	6	2,700	12,750	2,700	15,350	3,000	15,223	3,250	15,928
Total.....	49	110,761	259,459	122,900	450,336	113,029	537,529	109,730	638,766
		<u>Percent</u>	<u>Percent</u>	<u>Percent</u>	<u>Percent</u>	<u>Percent</u>	<u>Percent</u>	<u>Percent</u>	<u>Percent</u>
Alabama.....	17	3	1	3	1	4	1	5	(²)
Florida.....	21	10	18	12	48	10	50	17	43
Georgia.....	8	2	12	6	7	6	5	--	9
Mississippi.....	8	55	15	44	8	42	8	46	7
New Mexico.....	8	4	6	10	5	8	9	2	20
Oklahoma.....	13	(²)	(²)	(²)	(²)	1	(²)	1	(²)
Texas.....	15	24	43	23	28	26	24	26	19
Other ¹	10	2	5	2	3	3	3	3	2
Total.....	100	100	100	100	100	100	100	100	100

¹ Includes nurseries in Arkansas, Kentucky, Louisiana, North Carolina, and South Carolina. The nursery in Kentucky is new, however, and had no sales to report.

² Less than 0.5 percent.

Table 4.--Pecan trees shipped out of State, by State, 1958-59--1961-62¹

State	1958-59 sales		1959-60 sales		1960-61 sales		1961-62 sales	
	Retail	Wholesale	Retail	Wholesale	Retail	Wholesale	Retail	Wholesale
	<u>Number</u>	<u>Number</u>	<u>Number</u>	<u>Number</u>	<u>Number</u>	<u>Number</u>	<u>Number</u>	<u>Number</u>
Alabama.....	--	250	--	300	--	400	--	250
Florida.....	10,465	34,280	12,870	39,849	10,440	43,742	17,028	48,903
Georgia.....	877	500	2,370	760	1,566	464	--	--
Louisiana.....	--	1,600	--	1,600	--	1,600	--	1,600
Mississippi.....	30,000	20,000	27,000	18,000	23,500	20,020	24,500	19,810
New Mexico.....	--	--	--	--	--	11,276	--	17,748
North Carolina.....	25	75	25	185	25	185	32	195
Oklahoma.....	--	400	--	300	--	350	--	350
Texas.....	1,001	32,155	1,221	38,290	5,198	39,892	1,159	40,754
6 Total.....	42,368	80,260	43,486	99,284	40,729	117,929	42,719	129,610
	<u>Percent</u>	<u>Percent</u>	<u>Percent</u>	<u>Percent</u>	<u>Percent</u>	<u>Percent</u>	<u>Percent</u>	<u>Percent</u>
Alabama.....	--	(²)	--	(²)	--	(²)	--	(²)
Florida.....	25	39	30	40	26	38	40	38
Georgia.....	2	1	5	1	4	(²)	--	--
Louisiana.....	--	2	--	2	--	1	--	1
Mississippi.....	71	22	62	18	57	17	57	15
New Mexico.....	--	--	--	--	--	10	--	14
North Carolina.....	(²)	(²)	(²)	(²)	(²)	(²)	(²)	(²)
Oklahoma.....	--	(²)	(²)	--	--	(²)	--	(²)
Texas.....	2	36	3	39	13	34	3	32
Total.....	100	100	100	100	100	100	100	100

¹ Out of State shipments were not reported by nurseries in Arkansas, Kentucky, Missouri, or South Carolina.² Less than 0.5 percent.

Table 5.--Pecan trees sold, by variety and State, 1958-59

Kind of sale, and State	Stuart	Schley and other Western	Mahan	Desirable	Sucess	Other improved and patented varieties	Total	
<u>Retail</u>	<u>Number</u>	<u>Number</u>	<u>Number</u>	<u>Number</u>	<u>Number</u>	<u>Number</u>	<u>Number</u>	<u>Percent</u>
Alabama.....	3,500	--	--	--	--	300	3,800	3
Arkansas.....	1,210	330	330	--	--	330	2,200	2
Florida.....	1,900	--	3,400	--	--	6,200	11,500	11
Georgia.....	1,300	--	--	700	--	507	2,507	2
Louisiana.....	--	--	--	--	--	--	--	--
Mississippi.....	38,400	--	10,200	9,000	2,400	--	60,000	54
New Mexico.....	--	4,000	--	--	--	--	4,000	4
North Carolina.....	400	--	--	--	--	100	500	(¹)
Oklahoma.....	150	--	--	--	--	--	150	(¹)
South Carolina.....	--	--	--	--	--	--	--	--
Texas.....	4,056	9,414	5,070	400	4,525	2,639	26,104	24
Total.....	50,916	13,744	19,000	10,100	6,925	10,076	110,761	100
	<u>Percent</u>	<u>Percent</u>	<u>Percent</u>	<u>Percent</u>	<u>Percent</u>	<u>Percent</u>	<u>Percent</u>	
Percent of total trees sold..	46	13	17	9	6	9	100	
<u>Wholesale</u>	<u>Number</u>	<u>Number</u>	<u>Number</u>	<u>Number</u>	<u>Number</u>	<u>Number</u>	<u>Number</u>	<u>Percent</u>
Alabama.....	1,800	--	--	--	--	1,000	2,800	1
Arkansas.....	4,840	1,320	1,320	--	--	1,320	8,800	3
Florida.....	41,744	--	1,700	--	--	2,778	46,222	18
Georgia.....	22,270	873	1,611	2,467	--	3,167	30,388	12
Louisiana.....	1,000	--	500	--	500	--	2,000	1
Mississippi.....	30,000	--	3,200	6,000	800	--	40,000	15
New Mexico.....	--	16,000	--	--	--	--	16,000	6
North Carolina.....	1,200	--	--	--	--	300	1,500	1
Oklahoma.....	--	--	--	--	--	400	400	(¹)
South Carolina.....	450	--	--	--	--	--	450	(¹)
Texas.....	47,091	19,057	15,022	600	24,764	4,365	110,899	43
Total.....	150,395	37,250	23,353	9,067	26,064	13,330	259,459	100
	<u>Percent</u>	<u>Percent</u>	<u>Percent</u>	<u>Percent</u>	<u>Percent</u>	<u>Percent</u>	<u>Percent</u>	
Percent of total trees sold..	58	14	9	4	10	5	100	

¹ Less than 0.5 percent.

Table 6.--Pecan trees sold, by variety and State, 1959-60

Kind of sale, and State	Stuart	Schley and other Western	Mahan	Desirable	Success	Other improved and patented varieties	Total	
<u>Retail</u>	<u>Number</u>	<u>Number</u>	<u>Number</u>	<u>Number</u>	<u>Number</u>	<u>Number</u>	<u>Number</u>	<u>Percent</u>
Alabama.....	3,750	--	--	--	--	300	4,050	3
Arkansas.....	1,210	330	330	--	--	330	2,200	2
Florida.....	3,400	--	3,500	--	--	7,400	14,300	12
Georgia.....	3,000	--	--	3,000	--	1,900	7,900	6
Louisiana.....	--	--	--	--	--	--	--	--
Mississippi.....	34,560	--	9,180	8,100	2,160	--	54,000	44
New Mexico.....	--	12,000	--	--	--	--	12,000	10
North Carolina.....	400	--	--	--	--	100	500	(¹)
Oklahoma.....	--	--	--	--	--	--	--	--
South Carolina.....	--	--	--	--	--	--	--	--
Texas.....	6,825	10,446	3,236	400	4,869	1,974	27,750	23
Total.....	53,145	22,776	16,246	11,500	7,029	12,004	122,700	100
Percent of total trees sold.	<u>Percent</u>	<u>Percent</u>	<u>Percent</u>	<u>Percent</u>	<u>Percent</u>	<u>Percent</u>	<u>Percent</u>	
	43	19	13	9	6	10	100	
<u>Wholesale</u>	<u>Number</u>	<u>Number</u>	<u>Number</u>	<u>Number</u>	<u>Number</u>	<u>Number</u>	<u>Number</u>	<u>Percent</u>
Alabama.....	1,200	--	--	--	--	2,000	3,200	1
Arkansas.....	4,840	1,320	1,320	--	--	1,320	8,800	2
Florida.....	126,324	16,000	11,100	16,000	8,000	36,604	214,028	48
Georgia.....	19,719	889	1,404	3,844	--	4,383	30,239	7
Louisiana.....	1,000	--	500	--	500	--	2,000	(¹)
Mississippi.....	27,000	--	2,880	5,400	720	--	36,000	8
New Mexico.....	--	24,000	--	--	--	--	24,000	5
North Carolina.....	3,100	--	--	--	--	600	3,700	1
Oklahoma.....	200	--	--	--	--	300	500	(¹)
South Carolina.....	850	--	--	--	--	--	850	(¹)
Texas.....	57,350	17,706	16,781	1,600	29,515	4,267	127,219	28
Total.....	241,583	59,915	33,985	26,844	38,735	49,474	450,536	100
Percent of total trees sold.	<u>Percent</u>	<u>Percent</u>	<u>Percent</u>	<u>Percent</u>	<u>Percent</u>	<u>Percent</u>	<u>Percent</u>	
	53	13	8	6	9	11	100	

¹ Less than 0.5 percent.

Table 7.--Pecan trees sold, by variety and State, 1960-61

Kind of sale, and State	Stuart	Schley and other Western	Mahan	Desirable	Success	Other improved and patented varieties	Total	
<u>Retail</u>	<u>Number</u>	<u>Number</u>	<u>Number</u>	<u>Number</u>	<u>Number</u>	<u>Number</u>	<u>Number</u>	<u>Percent</u>
Alabama.....	3,825	--	--	--	--	400	4,225	4
Arkansas.....	1,210	330	330	--	--	330	2,200	2
Florida.....	2,700	--	3,000	--	--	5,900	11,600	10
Georgia.....	2,000	--	--	3,500	--	762	6,262	6
Louisiana.....	--	--	--	--	--	--	--	--
Mississippi.....	30,400	--	8,000	7,200	2,200	--	47,800	42
New Mexico.....	--	9,000	--	--	--	--	9,000	8
North Carolina.....	650	--	50	--	--	100	800	1
Oklahoma.....	500	500	400	--	--	--	1,400	1
South Carolina.....	--	--	--	--	--	--	--	--
Texas.....	5,223	12,249	4,445	400	4,460	2,965	29,742	26
Total.....	46,508	22,079	16,225	11,100	6,660	10,457	113,029	100
Percent of total trees sold.	<u>Percent</u>	<u>Percent</u>	<u>Percent</u>	<u>Percent</u>	<u>Percent</u>	<u>Percent</u>	<u>Percent</u>	
	41	20	14	10	6	9	100	
<u>Wholesale</u>	<u>Number</u>	<u>Number</u>	<u>Number</u>	<u>Number</u>	<u>Number</u>	<u>Number</u>	<u>Number</u>	<u>Percent</u>
Alabama.....	2,000	--	--	--	--	1,550	3,550	1
Arkansas.....	4,840	1,320	1,320	--	--	1,320	8,800	2
Florida.....	160,003	20,300	13,710	20,300	10,150	45,376	269,839	50
Georgia.....	21,946	470	908	2,651	--	3,133	29,108	5
Louisiana.....	1,000	--	500	--	500	--	2,000	(¹)
Mississippi.....	30,900	--	3,000	6,050	1,050	200	41,200	8
New Mexico.....	2,500	29,559	650	--	900	3,500	47,109	9
North Carolina.....	3,600	--	100	--	--	600	4,300	1
Oklahoma.....	--	--	--	--	--	350	350	(¹)
South Carolina.....	123	--	--	--	--	--	123	(¹)
Texas.....	54,755	21,897	19,931	1,600	28,649	4,318	131,150	24
Total.....	281,667	83,546	40,119	30,601	41,249	60,347	537,529	100
Percent of total trees sold.	<u>Percent</u>	<u>Percent</u>	<u>Percent</u>	<u>Percent</u>	<u>Percent</u>	<u>Percent</u>	<u>Percent</u>	
	52	16	7	6	8	11	100	

¹ Less than 0.5 percent.

Table 8.--Pecan trees sold, by variety and State, 1961-62

Kind of sale, and State	Stuart	Schley and other Western	Mahan	Desirable	Success	Other improved and patented varieties	Total	
<u>Retail</u>	<u>Number</u>	<u>Number</u>	<u>Number</u>	<u>Number</u>	<u>Number</u>	<u>Number</u>	<u>Number</u>	<u>Percent</u>
Alabama.....	4,825	--	--	--	--	520	5,345	5
Arkansas.....	1,210	330	330	--	--	330	2,200	2
Florida.....	4,400	--	3,700	1,120	--	9,700	18,920	17
Georgia.....	--	--	--	--	--	--	--	--
Louisiana.....	--	--	--	--	--	--	--	--
Mississippi.....	35,600	--	4,000	8,200	2,200	--	50,000	45
New Mexico.....	--	2,000	--	--	--	--	2,000	2
North Carolina.....	750	--	75	--	--	225	1,050	1
Oklahoma.....	775	650	400	--	25	--	1,850	2
South Carolina.....	--	--	--	--	--	--	--	(¹)
Texas.....	6,513	13,244	4,045	100	3,372	1,341	28,615	26
Total.....	54,073	16,224	12,550	9,420	5,597	12,116	109,980	100
Percent of total trees sold.....	<u>Percent</u>	<u>Percent</u>	<u>Percent</u>	<u>Percent</u>	<u>Percent</u>	<u>Percent</u>	<u>Percent</u>	<u>Percent</u>
	49	15	11	9	5	11	100	
<u>Wholesale</u>	<u>Number</u>	<u>Number</u>	<u>Number</u>	<u>Number</u>	<u>Number</u>	<u>Number</u>	<u>Number</u>	<u>Percent</u>
Alabama.....	1,900	--	--	--	--	1,000	2,900	(¹)
Arkansas.....	4,840	1,320	1,320	--	--	1,320	8,800	(¹)
Florida.....	162,144	21,000	12,055	21,780	10,500	48,334	275,813	43
Georgia.....	22,826	773	1,418	4,110	--	30,771	59,898	10
Louisiana.....	1,000	--	500	--	500	--	2,000	(¹)
Mississippi.....	25,900	--	4,000	10,100	600	500	41,100	6
New Mexico.....	2,300	114,150	1,100	--	1,200	5,130	123,880	20
North Carolina.....	3,800	--	75	--	--	725	4,600	1
Oklahoma.....	100	200	--	--	100	350	750	(¹)
South Carolina.....	528	--	--	--	--	--	528	(¹)
Texas.....	52,519	22,191	18,368	2,400	19,035	3,984	118,497	19
Total.....	277,857	159,634	38,836	38,390	31,935	92,114	638,766	100
Percent of total trees sold.....	<u>Percent</u>	<u>Percent</u>	<u>Percent</u>	<u>Percent</u>	<u>Percent</u>	<u>Percent</u>	<u>Percent</u>	<u>Percent</u>
	44	25	6	6	5	14	100	

¹ Less than 0.5 percent.

Table 9.--Pecan trees, 3-4 feet tall, available for sale, estimated 1962-63

State	Stuart	Schley and other Western	Mahan	Desirable	Success	Other improved and patented varieties	Total
	<u>Number</u>	<u>Number</u>	<u>Number</u>	<u>Number</u>	<u>Number</u>	<u>Number</u>	<u>Number</u>
Alabama.....	3,275	--	50	--	--	5,700	9,025
Florida.....	56,000	--	3,500	1,000	--	45,929	106,429
Georgia.....	13,800	--	--	5,800	--	6,450	26,050
Kentucky.....	--	--	--	--	--	100	100
Louisiana.....	1,000	--	500	--	500	--	2,000
Mississippi.....	17,300	--	1,800	2,900	900	700	23,600
New Mexico.....	9,500	110,000	1,100	500	100	8,800	130,000
North Carolina.....	750	--	75	--	--	325	1,150
Oklahoma.....	350	--	--	--	--	150	500
South Carolina.....	400	--	--	--	--	--	400
Texas.....	41,441	25,403	19,234	1,300	19,291	3,714	110,383
Total.....	143,816	135,403	26,259	11,500	20,791	71,868	409,637
	<u>Percent</u>	<u>Percent</u>	<u>Percent</u>	<u>Percent</u>	<u>Percent</u>	<u>Percent</u>	<u>Percent</u>
Alabama.....	36	--	1	--	--	63	2
Florida.....	53	--	3	1	--	43	26
Georgia.....	53	--	--	22	--	25	6
Kentucky.....	--	--	--	--	--	100	(¹)
Louisiana.....	50	--	25	--	25	100	1
Mississippi.....	73	--	8	12	4	3	6
New Mexico.....	7	85	1	(¹)	(¹)	7	32
North Carolina.....	65	--	7	--	--	28	(¹)
Oklahoma.....	70	--	--	--	--	30	(¹)
South Carolina.....	100	--	--	--	--	--	(¹)
Texas.....	38	23	17	1	18	3	27
Total.....	35	33	6	3	5	18	100

¹ Less than 0.5 percent.

Table 10.--Pecan trees, 3-4 feet tall, available for sale, estimated 1963-64

State	Stuart	Schley and other Western	Mahan	Desirable	Success	Other improved and patented varieties	Total
	<u>Number</u>	<u>Number</u>	<u>Number</u>	<u>Number</u>	<u>Number</u>	<u>Number</u>	<u>Number</u>
Alabama.....	5,828	--	50	300	300	6,000	12,478
Florida.....	50,000	--	5,000	2,500	--	9,000	66,500
Georgia.....	18,000	--	--	9,000	--	8,700	35,700
Louisiana.....	1,000	--	500	--	500	--	2,000
Mississippi.....	21,700	--	2,500	5,600	1,600	1,200	32,600
New Mexico.....	500	61,000	1,000	500	--	10,500	73,500
North Carolina.....	750	--	75	--	--	325	1,150
Oklahoma.....	924	36	--	--	--	300	1,260
South Carolina.....	500	--	--	--	--	--	500
Texas.....	44,020	32,277	20,630	2,000	19,720	3,586	122,233
Total.....	143,222	93,313	29,755	19,900	22,120	39,611	347,921
	<u>Percent</u>	<u>Percent</u>	<u>Percent</u>	<u>Percent</u>	<u>Percent</u>	<u>Percent</u>	<u>Percent</u>
Alabama.....	47	--	(¹)	2	2	49	4
Florida.....	75	--	8	4	--	13	19
Georgia.....	51	--	--	25	--	24	10
Louisiana.....	50	--	25	--	25	--	1
Mississippi.....	66	--	8	17	5	4	9
New Mexico.....	1	83	1	1	--	14	2
North Carolina.....	65	--	7	--	--	28	(¹)
Oklahoma.....	73	3	--	--	--	24	(¹)
South Carolina.....	100	--	--	--	--	--	(¹)
Texas.....	36	26	17	2	16	3	36
Total.....	41	27	9	6	6	11	100

¹ Less than 0.5 percent.

Table 11.--Pecan trees, 3-4 feet tall, available for sale, estimated 1964-65

State	Stuart	Schley and other Western	Mahan	Desirable	Success	Other improved and patented varieties	Total
	<u>Number</u>	<u>Number</u>	<u>Number</u>	<u>Number</u>	<u>Number</u>	<u>Number</u>	<u>Number</u>
Alabama.....	15,700	--	--	5,000	1,000	11,000	32,700
Florida.....	63,000	--	5,000	2,500	--	10,250	80,750
Georgia.....	10,000	--	--	10,000	--	10,000	30,000
Louisiana.....	1,000	--	500	--	500	--	2,000
Mississippi.....	27,000	--	5,000	11,000	6,000	2,000	51,000
New Mexico.....	500	61,000	1,000	500	--	16,500	79,500
North Carolina.....	800	--	100	--	--	400	1,300
Oklahoma.....	200	--	--	--	--	300	500
South Carolina.....	700	--	--	--	--	--	700
Texas.....	48,220	36,555	22,830	3,000	22,020	3,655	136,280
Total.....	167,120	97,555	34,430	32,000	29,520	54,105	414,730
	<u>Percent</u>	<u>Percent</u>	<u>Percent</u>	<u>Percent</u>	<u>Percent</u>	<u>Percent</u>	<u>Percent</u>
Alabama.....	48	--	--	15	3	34	8
Florida.....	78	--	6	3	--	13	20
Georgia.....	34	--	--	33	--	33	7
Louisiana.....	50	--	25	--	25	--	1
Mississippi.....	53	--	10	21	12	4	12
New Mexico.....	1	76	1	1	--	21	19
North Carolina.....	61	--	8	--	--	31	(¹)
Oklahoma.....	40	--	--	--	--	60	(¹)
South Carolina.....	100	--	--	--	--	--	(¹)
Texas.....	35	27	17	2	16	3	33
Total.....	40	24	8	8	7	13	100

¹ Less than 0.5 percent.

Table 12.--Pecan trees, 3-4 feet tall, available for sale, estimated 1965-66

State	Stuart	Schley and other Western	Mahan	Desirable	Success	Other improved and patented varieties	Total
	<u>Number</u>	<u>Number</u>	<u>Number</u>	<u>Number</u>	<u>Number</u>	<u>Number</u>	<u>Number</u>
Alabama.....	19,700	--	--	8,000	4,000	13,000	44,700
Florida.....	73,000	--	5,000	2,500	--	11,250	91,750
Georgia.....	5,000	--	--	10,000	--	15,000	30,000
Louisiana.....	1,000	--	500	--	500	--	2,000
Mississippi.....	27,000	--	5,000	11,000	6,000	2,000	51,000
New Mexico.....	500	61,000	1,000	500	--	5,500	68,500
North Carolina.....	800	--	100	--	--	400	1,300
Oklahoma.....	200	--	--	--	--	300	500
South Carolina.....	1,000	--	--	--	--	--	1,000
Texas.....	56,320	46,795	27,930	4,000	27,120	3,740	165,905
Total.....	184,520	107,795	39,530	36,000	37,620	51,190	456,655
	<u>Percent</u>	<u>Percent</u>	<u>Percent</u>	<u>Percent</u>	<u>Percent</u>	<u>Percent</u>	<u>Percent</u>
Alabama.....	44	--	--	18	9	29	10
Florida.....	80	--	5	3	--	12	20
Georgia.....	17	--	--	33	--	50	7
Louisiana.....	50	--	25	--	25	--	(¹)
Mississippi.....	53	--	10	21	12	4	11
New Mexico.....	1	89	1	1	--	8	15
North Carolina.....	61	--	8	--	--	31	(¹)
Oklahoma.....	40	--	--	--	--	60	(¹)
South Carolina.....	100	--	--	--	--	--	(¹)
Texas.....	34	28	17	3	16	2	37
Total.....	40	24	9	8	8	11	100

¹ Less than 0.5 percent.

Table 13.--Average prices for pecan trees in the Southeast and Southwest, by size of tree, 1960-1962

Area	Small			3-4 feet			4-5 feet			5-6 feet		
	Each	10	100	Each	10	100	Each	10	100	Each	10	100
Southeast ¹	<u>Dollars</u>	<u>Dollars</u>	<u>Dollars</u>	<u>Dollars</u>	<u>Dollars</u>	<u>Dollars</u>	<u>Dollars</u>	<u>Dollars</u>	<u>Dollars</u>	<u>Dollars</u>	<u>Dollars</u>	<u>Dollars</u>
1960	² 1.43	1.44	1.29	2.17	1.93	1.75	2.47	2.15	2.01	2.87	2.52	2.32
1961	² 1.41	1.44	1.32	2.12	1.99	1.78	2.53	2.10	1.98	2.95	2.52	2.27
1962	² 1.52	1.44	1.32	2.12	1.80	1.67	2.54	2.13	1.99	2.92	2.49	2.31
Southwest												
1960	1.99	1.99	1.71	2.80	2.38	1.96	3.34	2.96	2.37	4.22	3.61	3.01
1961	1.92	1.99	1.71	2.73	2.38	1.96	3.33	2.99	2.39	4.18	3.64	3.03
1962	1.82	1.74	1.49	2.75	2.21	1.96	3.34	2.99	2.39	4.28	3.68	3.03
	6-7 feet			Branched			Special					
	Each	10	100	Each	10	100	Each	10	100	Each	10	100
Southeast ¹	<u>Dollars</u>	<u>Dollars</u>	<u>Dollars</u>	<u>Dollars</u>	<u>Dollars</u>	<u>Dollars</u>	<u>Dollars</u>	<u>Dollars</u>	<u>Dollars</u>	<u>Dollars</u>	<u>Dollars</u>	<u>Dollars</u>
1960	3.62	3.04	2.76	4.62	4.08	3.60	6.33	4.50	4.25			
1961	3.61	2.87	2.64	4.69	4.10	3.62	6.33	4.50	4.25			
1962	3.72	2.96	2.79	4.56	4.11	4.16	6.33	4.50	4.38			
Southwest												
1960	5.25	4.70	4.02	7.14	6.00	5.26	9.67	8.92	7.00			
1961	5.25	4.53	3.88	7.14	6.00	5.26	9.67	8.92	7.00			
1962	5.23	4.46	3.88	7.16	6.02	5.28	9.67	8.92	7.00			

¹ One Southeast firm listed trees per 1,000:

Small	1.25
3'-4'	1.25
4'-5'	1.50
5'-6'	1.50
6'-7'	1.50

 } = Same price all 3 years

² Some of the larger nurseries do not sell less than 2 trees. Hence, the apparent discrepancy in quantity prices.